

Message Text

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PAGE 01 SEOUL 08742 141249Z

ACTION COME-00

INFO OCT-01 EA-12 ISO-00 EB-08 /021 W
-----006410 150616Z /23

R 140950Z OCT 77

FM AMEMBASSY SEOUL

TO SECSTATE WASHDC 7011

INFO AMEMBASSY TOKYO

UNCLAS SEOUL 8742

E.O. 11652: N/A

TAGS: BBSR, KS, JA

SUBJ: OPERATIONS MARKET RESEARCH - MACHINE TOOLS AND METAL
FINISHING EQUIPMENT, KOREA

REF: A) STATE 244732, B) STATE 243393, C) MURRAY/KACHMAR
TELECON OF OCTOBER 7, 76 D) STATE 019820 AND PRECIOUS

1. IN VIEW OF THE SHORT LEAD TIME AS NOTED IN REF "B",
WE ACCPT COMMERCE DECISION TO NEGOTIATE A CONTRACT FOR THIS
STUDY WITH A.T. KEARNY OF TOKYO. WE UNDERSATND SURVEY WILL
BE DONE BY KEARNY'S SEOUL OFFICE OR AFFILIATE, USING STAFF
FAMILIAR WITH KOREAN ECONOMY AND BUSINESS METHODS, AND THAT
IT WILL BE MANAGED BY AN AMERICAN SUPERVISOR.

2. ON THE OTHER HAND, WE ARE DISAPPOINTED THAT THE EVENTS
OF LST YEAR SEEM TO BE REPEATING THEMSELVES IN THAT DIRECT
CONTRACTING WITH A FOREIGN FIRM HAS BEEN CHOSEN OVER COMPETI-
TIVE BIDDING IN WHICH QUALIFIED KOREAN AND KOREA-BASED
U.S. COMPANIES MIGHT PARTICIPATE. LOCAL FIRM COULD
PERFORM THIS SURVEY AT AN ESTIMATED COST OF DOLLARS SIX TO
SEVEN THOUSAND.

3. WE CONTINUE TO BELIEVE IT IMPORTANT TO DEVELOP LOCAL
CONTRACT RESEARCH CAPABILITIES, AND URGE COMMERCE TO USE
COMPETITIVE BIDDING FOR FUTURE STUDIES IN KOREA.

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Message Attributes

Automatic Decaptioning: X
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Disposition Approved on Date:
Disposition Case Number: n/a
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Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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